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Mexico

Fresh Deciduous Fruit

Annual Report

2006

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Report Highlights:
Apple production for MY 2006/07 is forecast at 630,000 MT, 8 % higher than MY 2005/06. Apple imports for MY 2006/07 are estimated at 170,000 MT and despite preliminary anti-dumping duty for Red and Golden Delicious varieties from the United States, it is anticipated that the U.S. will remain the largest supplier of apples to the Mexican market in 2006/07. MY 2006/07 pear production is forecast at 31,350 MT. U.S. pear imports are forecast to decrease due to lower production, however, consumer demand is expected to remain strong. Table grape production for MY 2006/07 is forecast at 231,500 MT. The U.S. continues to be the main table grape export supplier to Mexico.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
Unscheduled Report
Mexico [MX1]
[MX]

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SECTION I. SITUATION AND OUTLOOK

APPLES

PRODUCTION

MY 2006/07 (August/July) apple production is forecast at 630,000 MT, or 8 percent higher compared to MY 2005/06 production. Trade sources indicate that weather conditions in Chihuahua, the main apple producing state, have been good for apple production. However, there were not enough cold temperatures during winter and the consequent higher temperatures reduced somewhat the quality for apples in certain areas. Production estimates for MY 2005/06 were revised upward based on official preliminary data, despite the presence of weather conditions such as freezing temperatures and hailstorms that damaged a number of orchards. Those conditions did, however, lower the expected yields on the Red Delicious variety in Chihuahua. MY 2004/05 production data remains unchanged. The national average yield for MY 2006/07 is forecast at 10.6 MT/Ha. Yields in Chihuahua are forecast at a minimum of 17 MT/ha.

According to sources, area planted in the state of Chihuahua has been increasing slightly compared to the rest of the country despite price swings. The State of Chihuahua accounts for 42 percent of total area planted, Durango accounts for 17 percent, Coahuila accounts for 12 percent, and Puebla accounts for 12 percent. Producers in Chihuahua generally use more advanced production technology and typically yield higher quality apples than the other states. In fact, large-scale and technologically sophisticated growers in Chihuahua are planting or renewing old orchards at higher tree densities. According to growers, about 40 percent of the apple area in Chihuahua has good technology. However, growers also indicated that, in general, area planted in Mexico is expected to decrease slightly due to higher costs of production and limited credit and water availability. Also, growers who were affected by lower prices have a tendency to abandon groves. Therefore, total area planted for MY 2006/07 is forecast to be about 62,400 hectares. Area planted for MY 2005/06 was revised upward from previous estimates, but still reflects a decrease compared to MY 2004/05. Area harvested was revised upward based on official estimates. The new apple crop in Chihuahua will hit the market in mid-August with the Gala variety, then by the end of August the Red Delicious apples will start to be harvested, and by September the Golden Delicious varieties will be harvested. Rome Beauty apples will be harvested in October. Data for MY 2004/05 remains unchanged.

Yields are forecast to continue increasing due to increased density in planted areas. In order to remain competitive, producers in Chihuahua are replacing a number of older orchards with higher yields (about 80 tons/Ha) and higher density apple trees (800 trees per hectare or more), using advanced technology and newer irrigation systems. According to growers, almost 70 percent of the area in Chihuahua is planted with the Golden Delicious variety, and 30 percent with the Red Delicious variety. The Gala variety area comprises about 5 percent of the total planted area in Chihuahua and continues to grow. High-density varieties account for approximately 25 percent of Chihuahua's planted area. The remainder of the apple producing areas are planted at more traditional spacing of 200-300 trees per hectare. Most areas in Chihuahua and Durango are irrigated.

Grower prices for Red and Golden Delicious apples in Chihuahua were about $5 to $6.00 pesos/kg (US$0.45 to $0.54/kg) during MY 2005/06, and growers expect similar prices for MY 2006/07 given the supply forecast. However, grower prices for the Gala variety that is being harvested in August are higher, currently $8 pesos/Kg (US$0.74/kg), because there are no new imported apples from the U.S. or Chile at this time in the market. Costs of production range from $23,000 to $37,000 pesos/Ha. (US$2,130 to $3,426/Ha). The production cost will increase depending on whether growers have frost protection equipment, hail protection equipment, and new irrigation systems. According to producers, electricity, gas, and packing costs, which depend on foreign inputs, have been increasing compared to MY 2004/05.

CONSUMPTION

Apple consumption for MY 2006/07 is forecast to increase 3 percent to 700,000 MT compared to MY 2005/06 consumption. The increase in consumption is mainly attributed to higher supplies at affordable prices. Due to antidumping duties applied to U.S. Red and Golden Delicious apples, imported volumes have been relatively low, compared to pre-2002/03 levels. Current compensatory duties are between 44.67 and 46.69 percent. (See Trade Section). The implementation of a high compensatory duty restricts somewhat demand of apples. MY 2005/06 apple consumption reflects the increase in availability of domestic and imported apples. MY 2004/05 apple consumption data was revised downward due to lower availability of fruit.

From January to March domestic apple production competes with other fruits like mango and papaya. Prices for red delicious domestic apples were slightly higher during MY 2005/06 compared to MY 2004/05 due to lower domestic production. U.S. apple imports had a significant market presence since the beginning of 2006 at the same time of the strong presence of domestic production in Mexico.

TRADE

The forecast for apple imports for MY 2006/07 is estimated at 170,000 MT, a decrease of nearly 12 percent, due to expected lower production in the United States and a quarantine that Mexico imposed at the end of June 2006 to Chilean imports due to phytosanitary problems. However, apples from California, mainly Granny's and Galas, are expected to be imported at the end of August 2006 as the Mexican government finally accepted a fumigation process prior to import. The preliminary dumping duty imposed on imported U.S. Red and Golden Delicious apples on September 2005 continues to slow imports, but nevertheless imports continue to supply the market due to strong demand. In fact, imports for MY 2005/06 are expected to reach a volume of 190,000 MT, where more than 80 percent of imports are expected to be of U.S. origin. MY 2004/05 imports were revised slightly downward reflecting official data. According to importers, imported apples from May 2006 onward registered higher prices compared to 2005 due to fluctuations in the exchange rate.

The Secretariat of Economy (SE) was required to eliminate the 46.58 percent duty on imported apples on May 26, 2005, and restart the antidumping investigation for members of the Northwest Fruit Exporters (NFE)(see report MX 5050), therefore, and consequently the SE announced in the *Diario Oficial* (Federal Register), on September 29, 2005, the preliminary anti-dumping duties for Red and Golden Delicious varieties from the United States for most NFE members of 44.67 percent (see report MX 5087). The 46.58 percent duty, determined during the initial dumping investigation, is still in place for other U.S. Red and Golden Delicious apple exporters that are not members of NFE, and they remain unable to submit information during this investigation. U.S. apples that are not of the Red and Golden delicious varieties are not subject to any duty. So, other apple varieties like Gala, Rome Beauty, Jonagold, and Pink Lady, which are not subject to the antidumping duty, are being imported at more affordable prices, but in much smaller quantities.

Red and Golden Delicious varieties continue to account for almost all U.S. apple exports to Mexico. While Mexican consumers like the size and color of U.S. apples, Mexican apples are said to be sweeter. The U.S. apple industry will continue to face strong competition from other countries, like Chile. While Mexico completed the phytosanitary protocol to import apples from China, the domestic industry is not expecting significant competition, as the variety from China, Fuji, is still not widely accepted by the domestic consumer. Apples from Argentina and South Africa continue to be imported, but not in significant volumes.

POLICY

The NAFTA tariffs for U.S. and Canadian apples were completely lifted as of January 1, 2003, bringing the duty to zero. Under the Chile-Mexico free trade agreement, imported Chilean apples started to be duty free on January 1st 2006. Apples from other countries are subject to a 20-percent duty. During a trade mission to China, the Mexican government established protocols and agreements with the Chinese government to begin trade operations. Among the products to be imported from China to Mexico are fruits and vegetables, including apples.

MARKETING

Despite the re-imposition of anti-dumping duties, the United States is expected to remain the main apple exporter to the Mexican market. The U.S. apple industry's continued marketing and in-store promotion efforts have significantly contributed to creating a market for U.S. apples in Mexico. Strong U.S. apple import months are from January to May, although the U.S. does start shipping in smaller volumes in November. Canadian apples are imported from November to January, and Chilean apples are typically imported from March to June. Chilean apples do not compete directly with Mexican apples, as they do not hit the market at the height of Mexico's marketing year. Mexican apples are strongly marketed from September through December, but many are kept in cold storage to be marketed in the early months of the year, thus competing more directly with U.S., rather than Chilean apples.

Mexican consumers still prefer the Red and Golden Delicious varieties to any others. Commercially, these two varieties have a competitive advantage over other varieties because of their longer shelf life. Another variety widely demanded by consumers is the Rome Beauty, which is mainly used for baking and cooking. Lately the Royal Gala has become more attractive to the Mexican consumer and is being sold in most supermarkets. Chilean producers are also marketing Royal Gala in Mexico.

Mexican producers continue doing market promotions and are advertising Mexican apples on the radio and certain TV spots. Chilean producers have also been working aggressively to penetrate the Mexican market and have introduced several varietal characteristics in an effort to target different population groups. The Chilean promotion strategy focuses on price more than on quality. According to traders, Chile is investing in in-store demonstrations and advertisements. Argentina continues to export small quantities.

CONCENTRATED APPLE JUICE

PRODUCTION AND TRADE

Reliable concentrated apple juice (CAJ) production numbers are difficult to obtain, as there is no Mexican statistical data available on this product. The industry tends to keep partial information, most of which is proprietary. According to industry sources, there are about seven primary processing plants in Mexico, of which the most important are four plants in Chihuahua. Furthermore, the industry indicates they have more difficulties in obtaining fruit at affordable prices since apple growers have increased quality for fresh fruit. During MY 2005/06, fruit for the processing industry was priced at about US$64-$65 per MT.

According to growers, demand for apples for processing has not changed significantly, although some additional supplies might be available for MY 2006/07 due to a larger apple production forecast. The estimate for apples for the processing industry for MY 2005/06 was revised upward to approximately 94,000 MT due to higher production levels, but the final amount will depend upon international prices for concentrated apple juice. However, currently, the outlook for these prices is not favorable. The estimate for apple supplies for processing for MY 2004/05 remain unchanged.

The United States is Mexico's largest CAJ market. However, according to Mexican trade data, CY 2005 exports continue to be as low as in CY 2004. The Industry indicated that since the entry of China's CAJ in the international market, Mexico's production has declined significantly due to reduced market share in the United States. One processing plant in Chihuahua is still producing some CAJ for the export market and they normally export the juice to the United States. Mexico continues to import CAJ at the same low levels.

PEAR

PRODUCTION

Pear production in Mexico is very limited, therefore the Secretariat of Agriculture only publishes pear production data on an annual basis. Total pear production is forecast at 31,350 MT for MY2006/07 (July/June), a slight increase compared to MY 2005/06, due to the alternate bearing cycle of the trees. In general, pear production is not expected to show significant increases, as growers are not heavily investing in this crop due to the high cost of production and low international and domestic prices. Furthermore, growers are switching to other crops like peach production. Approximately 85 percent of the area planted in Mexico is non-irrigated, and rainfall and bad weather conditions affected production during the MY 2005/06 growing season. Michoacan and Puebla are Mexico's main pear producing states, accounting for 75 percent of total Mexican production. The State of Puebla has marginally increased pear plantings, but this has been almost offset by a decrease in non-irrigated and low-yielding areas planted in Michoacan. Pear production estimates for MY 2005/06 were revised slightly upward due to higher yields than previously estimated. Data for MY 2004/05 remains unchanged.

Lack of investment, high costs of production, scarce water supplies in pear producing regions, and disease problems have limited production growth. Some growers, however, have begun to experiment with planting more disease-resistant and longer shelf-life varieties. Area planted for MY 2006/07 is forecast to continue to decrease. Area planted and harvested for MY 2005/06 was revised downward due to the tendency to decrease area and weather problems in some states. Data for area planted and harvested for MY 2004/05 remains unchanged.

CONSUMPTION

Domestic supply continues to rely on imports, mainly from the United States. Pear consumption for MY 2006/07 is forecast at 104,305, 5.4 percent lower compared to MY 2005/06 due to lower expected supplies at higher prices. Pear consumption for MY 2005/06 was revised upward due to attractive prices and good quality fruit. Consumption for MY 2004/05 was revised slightly upward due to a higher demand than expected.

Wholesale prices for U.S. pears in Mexico were on average lower for MY 2005/06 compared to MY 2004/05 prices. Prices for U.S. pears began in October 2005 at about US$19.49 per 18-kg box ending in June 2006 at approximately US$25.45 per box. Retail prices in supermarkets by June 2006 were about US$2.37/kg for D'anjou pears and US$1.85/kg for

Bartlett pears. Anjou pears continue to be the most sought after variety in the market, followed by the Bosc, Bartlett and the Red Anjou varieties. Other varieties of pears are not yet in high demand by consumers in Mexico.

TRADE

Pear imports for MY 2006/07 are forecast at 75,000 MT due to expected lower availability of imported pears at higher prices. However, imports will depend on the final assessment of damages occurred in Washington state last July 2006. Pear import estimates for MY 2005/06 were revised upward to 82,000 MT, due to healthy demand and affordable consumer prices. Pear import estimates for MY 2004/05 were revised upward, based on trade data. U.S. Bartlett pears are usually imported during July, August, and September, while U.S. Anjou pears are imported towards the end of September and October. The presence of Chilean and Argentinean pears is limited in the Mexican market, but they are of fair to good quality and were priced lower than U.S. pears in 2006. Under the different trade agreements the import duty on pears from the U.S., Chile, and Argentina is zero. During MY 2005/06 pears were imported from China to try the Mexican market.

MARKETING

The United States remains Mexico’s main pear supplier. Market promotion efforts for U.S. pears continue in several Mexican cities, supermarkets, and street markets. However, the wholesale markets remain the most important fruit distribution channel in Mexico. According to traders, in-store promotions have helped to increase sales. Most of the imported pears are from Washington, Oregon, and California. Of total imports, U.S. pears account for approximately 90 percent of the market, while imports from Chile and Argentina represent approximately 4 percent each.

Due to limited production, Mexican pears are almost exclusively sold through local, small markets; very few are sold through supermarkets. One of the Mexican pear varieties, which consumers tend to prefer, is the Kiefer variety, better known as Pera Piña. Low production, however, precludes the Pera Piña from having a significant market presence.

TABLE GRAPES

PRODUCTION

Total table grape production for MY 2006/07 (Jan07/Dec07) is forecast at 231,500 MT, an increase of about 20 percent from MY 2005/06 due to expected better weather conditions and an increase in area harvested. Total production is difficult to determine since price relationships between table grapes, raisin grapes, and industrial grapes in any given period might attract more grapes into, or out of, each market. In fact, since a wine company recently closed operations in Caborca and relocated in Hermosillo, Sonora, some grape orchards destined to wine are being converted to raisin grapes an others to table grapes. Table grape production for MY 2005/06 was revised downward from previous estimates, due to an off year cycle and freezing temperatures during the production cycle in Sonora. MY 2004/05 production was revised upward based on official data reflecting good weather conditions and higher yields in Sonora, the main state producing table grapes.

Area planted for MY 2006/07 is expected to be similar to that of MY 2005/06 since costs of production are high and water availability is limited. Area planted and harvested for MY 2005/06 remain unchanged from precious estimates. Producers in Sonora, the major producing state, are working to increase yields by improving crop management and increasing use of technology, more than by increasing area planted. Area planted and harvested for MY 2004/05 were revised upward based on official data because some producers were encouraged to produce more due to generally better market conditions. All area for table grapes is irrigated.

The state of Sonora accounts for about 80 percent of the total area planted to table grapes. Market and growing conditions are favorable, but a lack of water continues to limit more aggressive expansion. The national average yield forecast for MY 2007 is expected at 12.3 MT/Ha, but is largely dependent on cultural practices. The national average yield for MY 2005/06 is estimated to be at 10 MT/Ha due to adverse weather conditions in Sonora. Sonora has an average yield of 12 MT/Ha. According to producers, in 2006 the cost of production in Sonora was between US$7,000/Ha and US$9,000/Ha, depending on inputs. Producers indicate that expansion is limited mainly by low water availability from aquifers in Sonora. As a result, producers are trying to become more efficient by increasing yields instead of increasing acreage. The high cost of production and high interest rates for credit also limit table grape expansion. In fact, producers state that the only credit to which they have access comes from U.S. brokers and distributors, who give them advance payments for harvesting and packing table grapes. Some of the main varieties that Mexico produce are: Perlette, Flame, Sugraone, and Red Globe.

CONSUMPTION

Table grape consumption for MY 2006/07 is forecast at 128,500. The volume of Mexican grapes in the market will ultimately depend on the volume exported, as producers tend to serve the international market first. Consumers will keep buying grapes as long as prices continue to be affordable. The consumption estimate for MY 2005/06 was revised downward as supplies of table grapes in the domestic market are expected to be shorter, due to lower production and imports at higher prices. MY 2004/05 consumption was also revised downward as more grapes were diverted toward the international market.

Compared to the July 2004/05 prices of US$7.65/9-kg box, wholesale prices in July 2005/06 for domestic Perlettete grapes were higher, at US$13.70 – 18.42/9-kg box due to a low availability. Very few of the Perlettes reached the Mexico City wholesale market, where there was no price quote for them. The Superior type variety from Sonora is now available at about US$14.62/10-kg box. Prices for imported Red Globe grapes were higher during 2005/06 compared to 2004/05. The Perlette variety is the most widely preferred by consumers, followed by the Red Globe and the Superior varieties.

TRADE

Table grape imports for MY 2008/07 are forecast at 82,000 MT, a 5-percent increase from MY 2004/05, due to expected good demand. Table grape imports for MY 2005/06 were revised downward due to decreased demand for imported grapes at high prices. Table grape imports for MY 2004/05 reflect official data. U.S. and Chilean imports have a zero duty and both countries continue to increase exports to the Mexican market. According to traders, U.S. promotional efforts to export table grape varieties to Mexico, other than Red Globe or Thompson, are resulting in increased sales. U.S. table grapes can only be imported from California due to Mexico's phytosanitary restrictions on table grapes from other U.S. states.

Table grape exports for MY 2006/07 are forecast at 185,000 MT, assuming good weather conditions and international demand. Exports estimates for MY 2005/06 remain unchanged at 150,000 MT, due to lower availability of grapes. Export estimates for MY 2004/05 were revised upward, based on Mexican trade data. Most of Mexico's table grapes are exported to the United States. Growers indicated that export f.o.b. prices at the beginning of the season - May 2006 – were, on average, about US$30/8-kg box of perlettes and approximately

US$27/box of flame seedless. Even during the peak season in the U.S. that starts at the end of May, prices did not plummet and were approximately US$25/box for perlette and US$19/box for flame. Mexican export prices usually range between US$14 and $16/box.

U.S. and Chilean table grape production seasons differ and there is no significant direct competition between grapes from these countries. U.S. suppliers export to Mexico from January to February and from August to December, before and after the Mexican season. Chile usually exports from January to April and from June to July. Under the Mexico-Chile Free Trade Chilean table grapes enter will enter duty free all year round at the beginning of 2007.

The Mexico–European Union (EU) Trade Agreement, signed in 2000, has a duty phase-out plan wherein the grape tariff on Mexican table grapes exported to the EU will be reduced from 12.6 percent to zero by 2008. Mexico has not been able to take full advantage of this agreement since most of its grapes are being exported to the U.S.

MARKETING

The Unites States is expected to remain Mexico's main supplier of table grapes, largely as a result of market promotion efforts by the U.S. table grape exporters. U.S. promotional efforts of different table grape varieties have resulted in an increase in imports into the Mexican market. Chile, on the other hand, puts very limited resources into promoting its grapes in Mexico.

SECTION II. STATISTICAL TABLES

Apples PS&D Table

Apples, Fresh	(HA) (1000 TREES) (MT)					
	2004 Revised		2005 Estimate		2006 Forecast	
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]
Market Year Begin	08/2004		08/2005		08/2006	
Area Planted	62694	62694	62400	62560	0	62400
Area Harvested	59095	59095	58000	59541	0	59400
Bearing Trees	13908	13908	13456	13813	0	13780
Non-Bearing Trees	834	834	1020	700	0	696
Total Trees	14742	14742	14476	14513	0	14476
Commercial Production	565906	565906	490000	578993	0	625000
Non-Comm. Production	7000	7000	5000	5000	0	5000
TOTAL Production	572906	572906	495000	583993	0	630000
TOTAL Imports	174000	171667	150000	190000	0	170000
TOTAL SUPPLY	**746906**	**744573**	**645000**	**773993**	**0**	**800000**
Domestic Fresh Consump	654906	652573	558000	679993	0	700000
Exports, Fresh Only	0	0	0	0	0	0
For Processing	92000	92000	87000	94000	0	100000
Withdrawal From Market	0	0	0	0	0	0
TOTAL UTILIZATION	**746906**	**744573**	**645000**	**773993**	**0**	**800000**

Pear, PS&D Table

Pears, Fresh				(HA) (1000 TREES) (MT)		
	2004 Revised		2005 Estimate		2006 Forecast	
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]
Market Year Begin	07/2004		07/2005		07/2006	
Area Planted	5060	5060	5060	5045	0	5030
Area Harvested	4871	4871	4800	4536	0	4750
Bearing Trees	1018	1018	1003	948	0	992
Non-Bearing Trees	40	40	54	106	0	58
Total Trees	1058	1058	1057	1054	0	1050
Commercial Production	31872	31872	29000	29308	0	30350
Non-Comm. Production	1000	1000	1000	1000	0	1000
TOTAL Production	32872	32872	30000	30308	0	31350
TOTAL Imports	68000	71087	80000	82000	0	75000
TOTAL SUPPLY	**100872**	**103959**	**110000**	**112308**	**0**	**106350**
Domestic Fresh Consump	98872	101959	108000	110308	0	104350
Exports, Fresh Only	0	0	0	0	0	0
For Processing	2000	2000	2000	2000	0	2000
Withdrawal From Market	0	0	0	0	0	0
TOTAL UTILIZATION	**100872**	**103959**	**110000**	**112308**	**0**	**106350**

Table Grapes PS&D Table

Grapes, Table, Fresh					(HA)(MT)	
	2004 Revised		2005 Estimate		2006 Forecast	
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]
Market Year Begin	01/2005		01/2006		01/2007	
Area Planted	19000	19056	19300	19300	0	19300
Area Harvested	18200	18832	18400	18400	0	18800
Commercial Production	229000	231276	198500	190500	0	230000
Non-Comm. Production	1800	1800	1500	1500	0	1500
TOTAL Production	230800	233076	200000	192000	0	231500
TOTAL Imports	76000	82624	80000	78000	0	82000
TOTAL SUPPLY	**306800**	**315700**	**280000**	**270000**	**0**	**313500**
Domestic Fresh Consump	146800	125912	130000	120000	0	128500
Exports, Fresh Only	160000	189788	150000	150000	0	185000
For Processing	0	0	0	0	0	0
Withdrawal From Market	0	0	0	0	0	0
TOTAL UTILIZATION	**306800**	**315700**	**280000**	**270000**	**0**	**313500**

Trade Matrixes

Apples	H.S. 0808.10	Unit: Metric Tons	
Exports for MY 2004/05 *(Aug-Jul)* to:		Imports for MY 2004/05 *(Aug-Jul*)from:	
U.S.	0	U.S.	146,450
EL SALVADOR	81	CHILE	17,378
BELIZE	119	CANADA	7,208
OTHER	0	OTHER	631
TOTAL	200	TOTAL	171,667

Apples	H.S. 0808.10	Unit: Metric Tons	
Exports for MY 2005/06 *(Aug-Jul*)* to:		Imports for MY 2005/06 *(Aug-Jul*)* from:	
U.S.	20	U.S.	136,244
EL SALVADOR	0	CHILE	12,233
BELIZE	86	CANADA	8,115
OTHER	0	OTHER	5
TOTAL	106	TOTAL	156,597

Trade Matrix Pears

Pears	H.S. 0808.20	Unit: Metric Tons	
Exports for MY 2004/05 *(Jul-Jun)* to:		Imports for MY 2004/05 *(Jul-Jun)* from:	
U.S.	3	U.S.	60,029
BELIZE	19	ARGENTINA	9,107
		CHILE	1,951
OTHER	4	OTHER	0
TOTAL	26	TOTAL	71,087

Pears	H.S. 0808.20	Unit: Metric Tons	
Exports for MY 2005/06 *(Jul-Jun*)* to:		Imports for MY 2005/06 *(Jul-Jun*)* from:	
U.S.	2	U.S.	64,431
BELIZE	15	ARGENTINA	3,923
		CHILE	1,357
OTHER	0	OTHER	184
TOTAL	17	TOTAL	69,895

Trade Matrix Table Grapes

Table grapes	H.S. 0806.10	Unit: Metric Tons	
Exports for MY 2005 *(Jan-Dec)* to:		Imports for MY 2005 *(Jan-Dec)* from:	
U.S.	189,374	U.S.	56,275
COSTA RICA	184	CHILE	26,349
OTHER	230	OTHER	0
TOTAL	189,788	TOTAL	82,624

Table grapes	H.S. 0806.10	Unit: Metric Tons	
Exports for MY 2006 *(Jan-Dec*)* to:		Imports for MY 2006 *(Jan-Dec*)* from:	
U.S.	0	U.S.	6,000
GUATEMALA	40	CHILE	29,095
OTHER	7	OTHER	0
TOTAL	47	TOTAL	35,095

SOURCE: Global Trade Information Services, Inc. World Trade Atlas, Mexico Edition, April 2006.
* As of April 2006

Apple Prices

AVERAGE MONTHLY WHOLESALE APPLE IMPORT PRICES RED DELICIOUS PESOS/KILOGRAM			
Month	2005	2006	Change %
January		15.55	
February		16.07	
March		15.44	
April		15.00	
May	12.56	15.00	19.42
June	12.67	15.60	23.12
July	12.20	19.80	62.30
August	12.22	19.77*	61.78*
September	12.22		
October			
November			
December			
CIF-Mexico City			

Source: Sevicio Nacional de Informacion de Mercados
2005 Exchange Rate Avg.: U.S.$1.00 = 10.90 pesos
August 22, 2006 Exchange Rate: U.S.$1.00 = 10.80 pesos
***As of 4th Week of August 2006**

AVERAGE MONTHLY WHOLESALE APPLE DOMESTIC PRICES RED DELICIOUS PESOS/KILOGRAM			
Month	2005	2006	Change %
January	9.60	11.72	22.08
February	9.88		
March	9.56		
April	9.32		
May			
June			
July			
August			
September			
October	11.86		
November	11.84		
December	11.56		
CIF-Mexico City			

Source: Sevicio Nacional de Informacion de Mercados
2005 Exchange Rate Avg.: U.S.$1.00 = 10.90 pesos
August 22, 2006 Exchange Rate: U.S.$1.00 = 10.80 pesos

Pear Prices

AVERAGE MONTHLY WHOLESALE PEAR IMPORT PRICES D'ANJOU PESOS/KILOGRAM			
Month	2005	2006	Change %
January	16.04	15.49	(3.42)
February	16.09	15.79	(1.86)
March	17.19	15.08	(12.27)
April	17.22	15.53	(9.81)
May	17.76	16.11	(9.29)
June	17.04	16.60	(2.58)
July	16.51	17.36*	5.14
August	17.09		
September	17.35		
October	15.51		
November	15.09		
December	15.06		
CIF-Mexico City			

Source: Sevicio Nacional de Informacion de Mercados
2005 Exchange Rate Avg.: U.S.$1.00 = 10.90 pesos
August 22, 2006 Exchange Rate: U.S.$1.00 = 10.80 pesos
***As of 4th Week of July 2006**

Table Grape Prices

AVERAGE MONTHLY WHOLESALE GRAPE IMPORT PRICES GLOBE PESOS/KILOGRAM			
Month	2005	2006	Change %
January	26.58	15.80	(40.55)
February	21.12	16.63	(21.25)
March	13.74	15.51	12.88
April	12.80	20.52	60.31
May	15.33	20.84	35.94
June	17.48	18.18	4.00
July	15.55	20.39*	31.12*
August	18.88		
September	18.62		
October	17.02		
November	16.84		
December	15.56		
CIF-Mexico City			

Source: Sevicio Nacional de Informacion de Mercados
2005 Exchange Rate Avg.: U.S.$1.00 = 10.90 pesos
August 22, 2006 Exchange Rate: U.S.$1.00 = 10.80 pesos
***As 4th Week of July 2006**

Exchange Rate